

Making our world more productive



Working Together with Design Institutes

与设计院携手 合作创新

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Keys to Success in Developing and Implementing New Technologies in China

新技术开发与应用在中国成功取得的关键因素



- **Co-operate Widely and Inclusively Both Internally and Externally**
广泛开展合作，内外兼容并包
- **Work with Government Organizations on Different Levels**
与各级政府机构合作
- **Work with Trade Organizations**
与行业协会合作
- **Work with Universities and Institutes**
与大学和研究所合作
- **Create an Eco System**
创建生态系统

Design Institutes in China

中国的设计院



- **A Design Institute is a state-owned company that is responsible for plant design and industry technology research. In recent years, they have become more like engineering companies; most of them doing EPC business.**

设计院是负责工厂设计和工业技术研究的国有企业。近年来，他们越来越像工程公司，其中大部分从事EPC业务。

- **There are more than 1,000 Design Institutes in China.**

中国有上千家设计院。

- **A Design Institutes has 500-2,000 employees, with 60% or more having bachelor, master or doctor degrees.**

设计院一般有500-2,000名员工，其中60%以上拥有学士、硕士或博士学位。



- **There are Design Institutes in practically every industrial sector (coal tech, petrochemical, power, steel, non-ferrous, cement, glass, etc., etc.). Typically, there are 5-10 Design Institutes in each sector, however, frequently specializing on different processes and technologies.**

几乎每个工业部门（煤炭技术、石化、电力、钢铁、有色金属、水泥、玻璃等）都有设计院。每个行业通常有5-10个设计院，但是它们之间一般有分工，分别有专长的工艺和技术领域。

- **Design Institutes are also involved in projects outside of China, not at least in BRI countries.**

设计机构也参与中国以外的项目，并不局限于一带一路国家。

How to Work Successfully with Design Institutes 如何与设计院成功合作



- **Choose the right Design Institute to cooperate with! They all have different Profiles – what is matching your needs? Which industrial sector? Which processes or technologies? Mainly do innovation or commercialization?**

选择合适的设计院合作！他们都有各自擅长的领域-什么是符合您的需求？哪个细分行业？改造哪些流程或技术？合作目标是技术创新还是商业化？

- **Supply core equipment or technologies but let the Design Institute do the engineering of whole system.**

提供核心设备或技术，由设计院负责整个系统的工程和设计。

- **The Design Institutes know the industry and the regulations very well – use that!**

设计院非常了解这个行业和法规-用其所长！

How to Work Successfully with Design Institutes 如何与设计院成功合作



➤ **Have a clear agreement on Intellectual Properties.**

合作时对双方的知识产权有清晰明确的书面约定。

➤ **For Innovation and Commercialization, sign Joint Development Agreements defining the roles.**

对于技术创新和商业化，签署联合开发协议，定义各自的分工。

➤ **Create win-win!**

创造互惠双赢的局面！

Some examples of Design Institutes

设计院举例



Power – CEEC Jiangsu Power Design Institute

电力行业-中国能建江苏电力设计院

Steel – Capital Engineering & Research Incorporation

钢铁行业-中冶京诚钢铁设计院

Copper – Nanchang Design Institute of Nonferrous Metals

铜行业-南昌有色金属设计院

Glass – Nanjing Fiberglass Research & Design Institute

玻璃行业-南京玻璃纤维设计院



Thank you for your attention.感谢聆听!

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